

Fig. 1
(Prior Art)

Strategic Planning Process

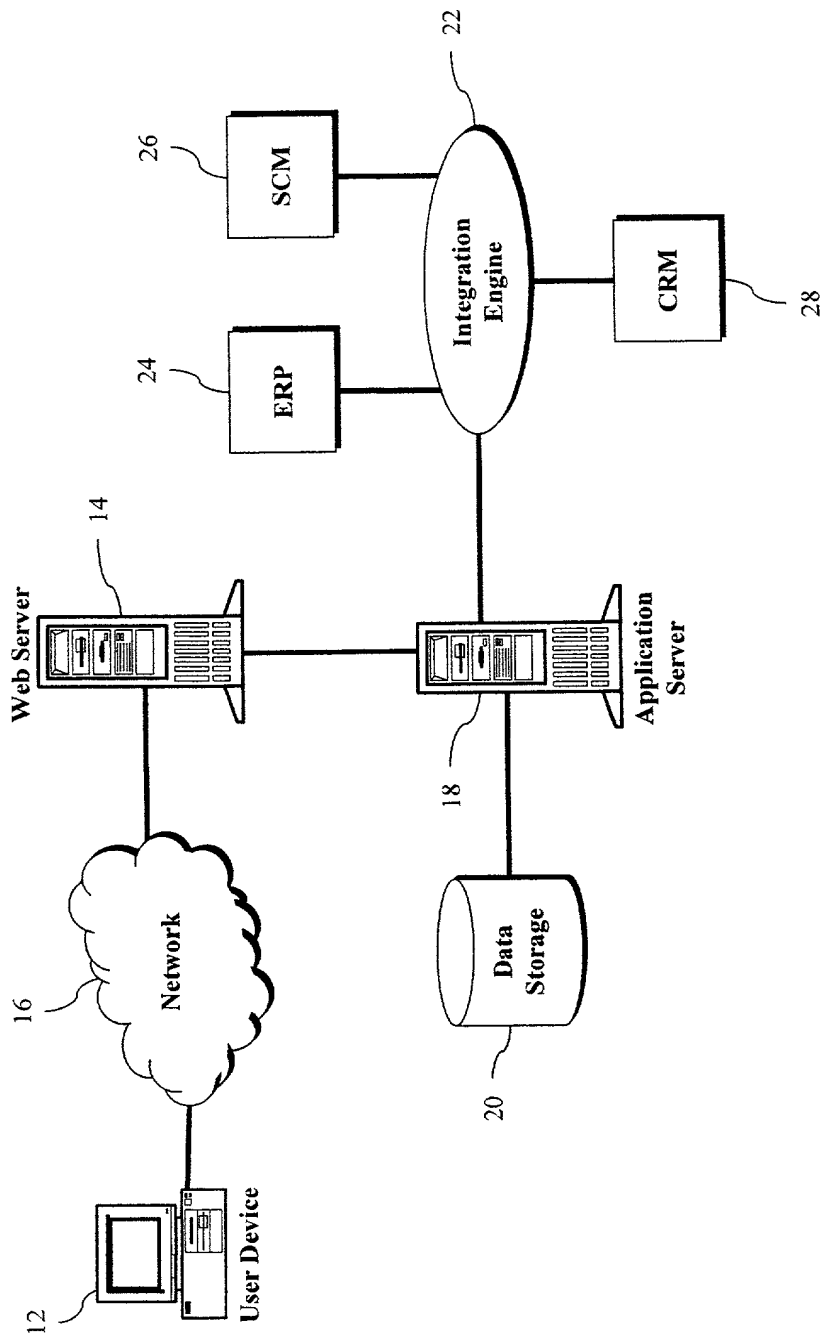
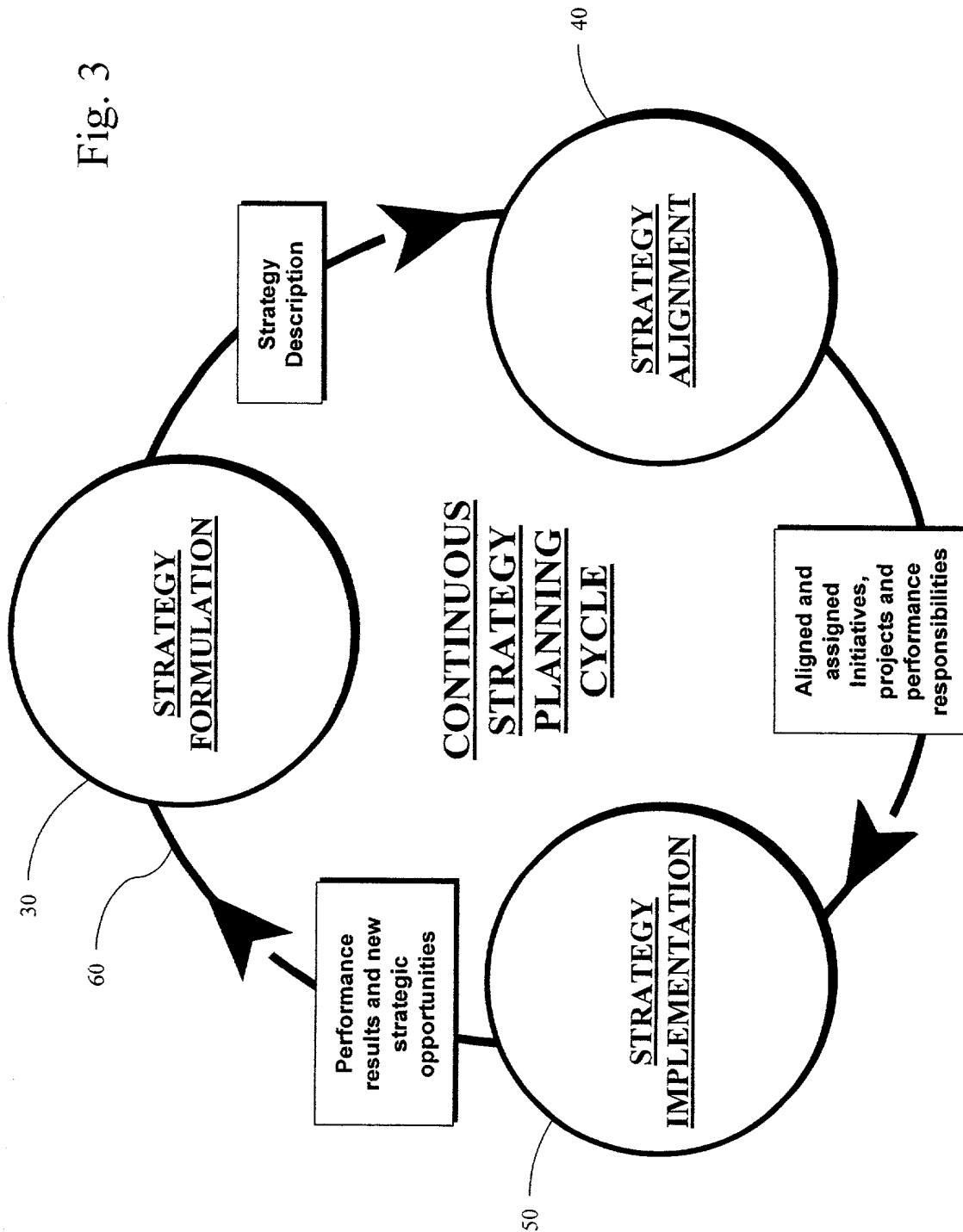
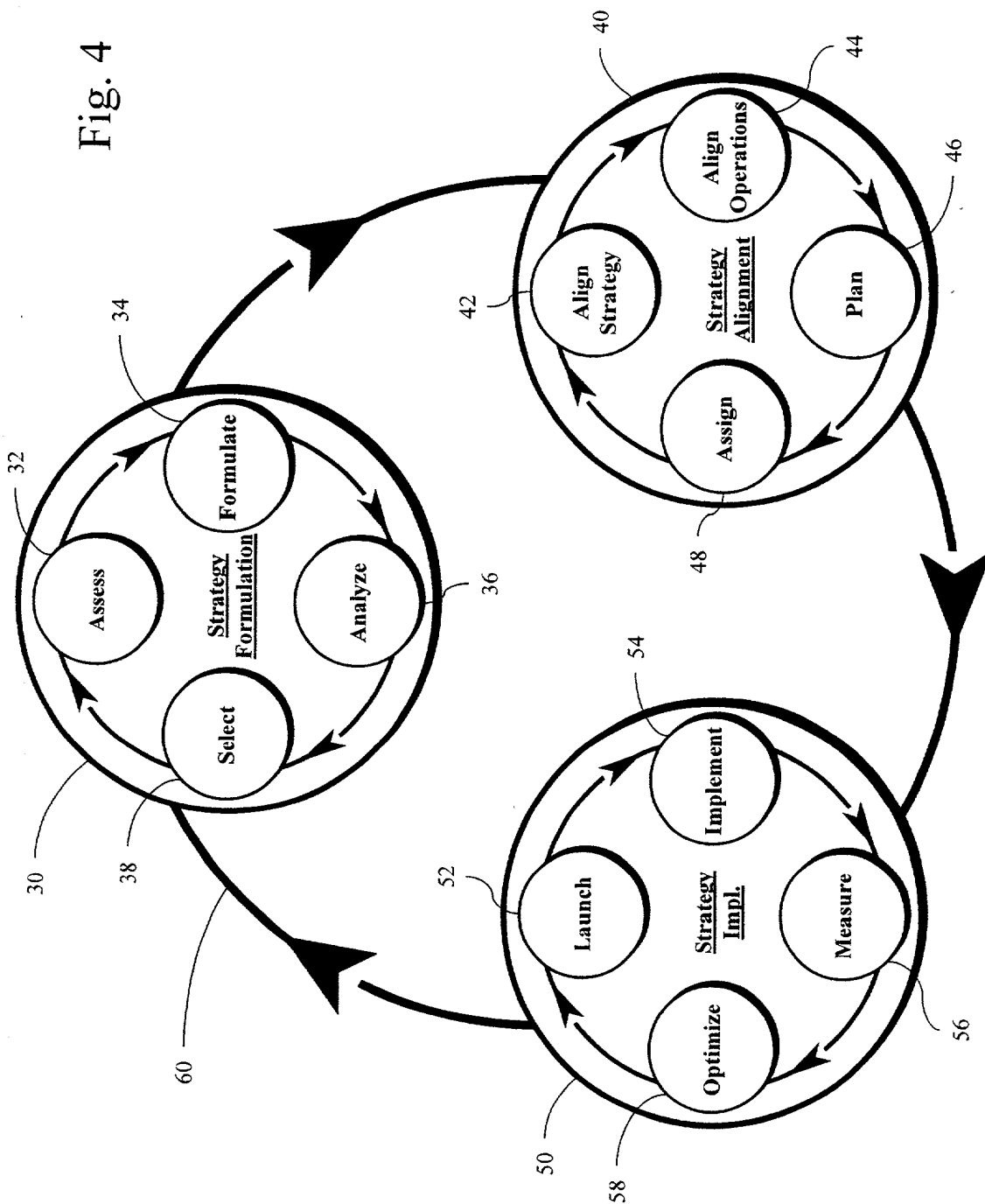


Fig. 2





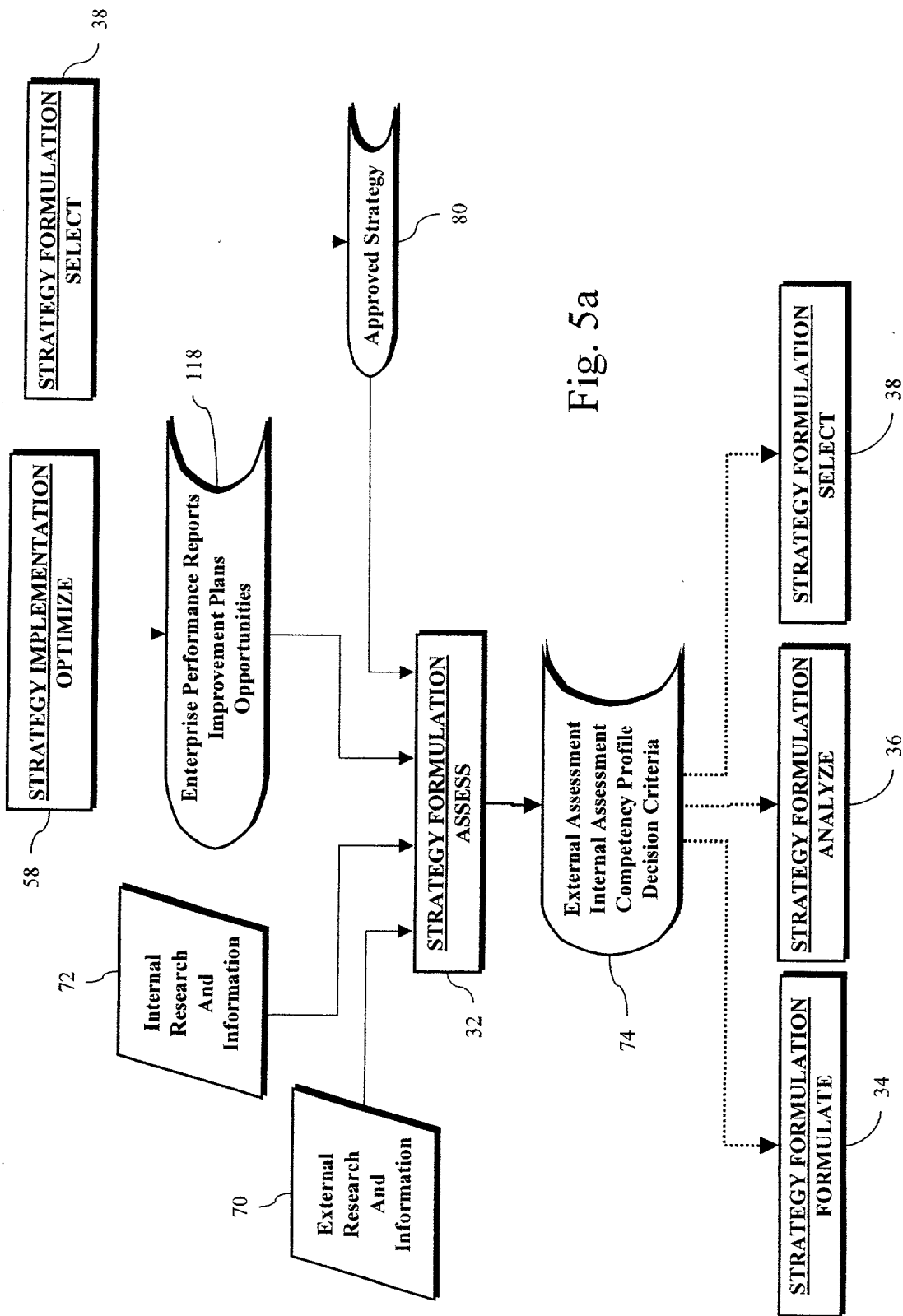


Fig. 5a

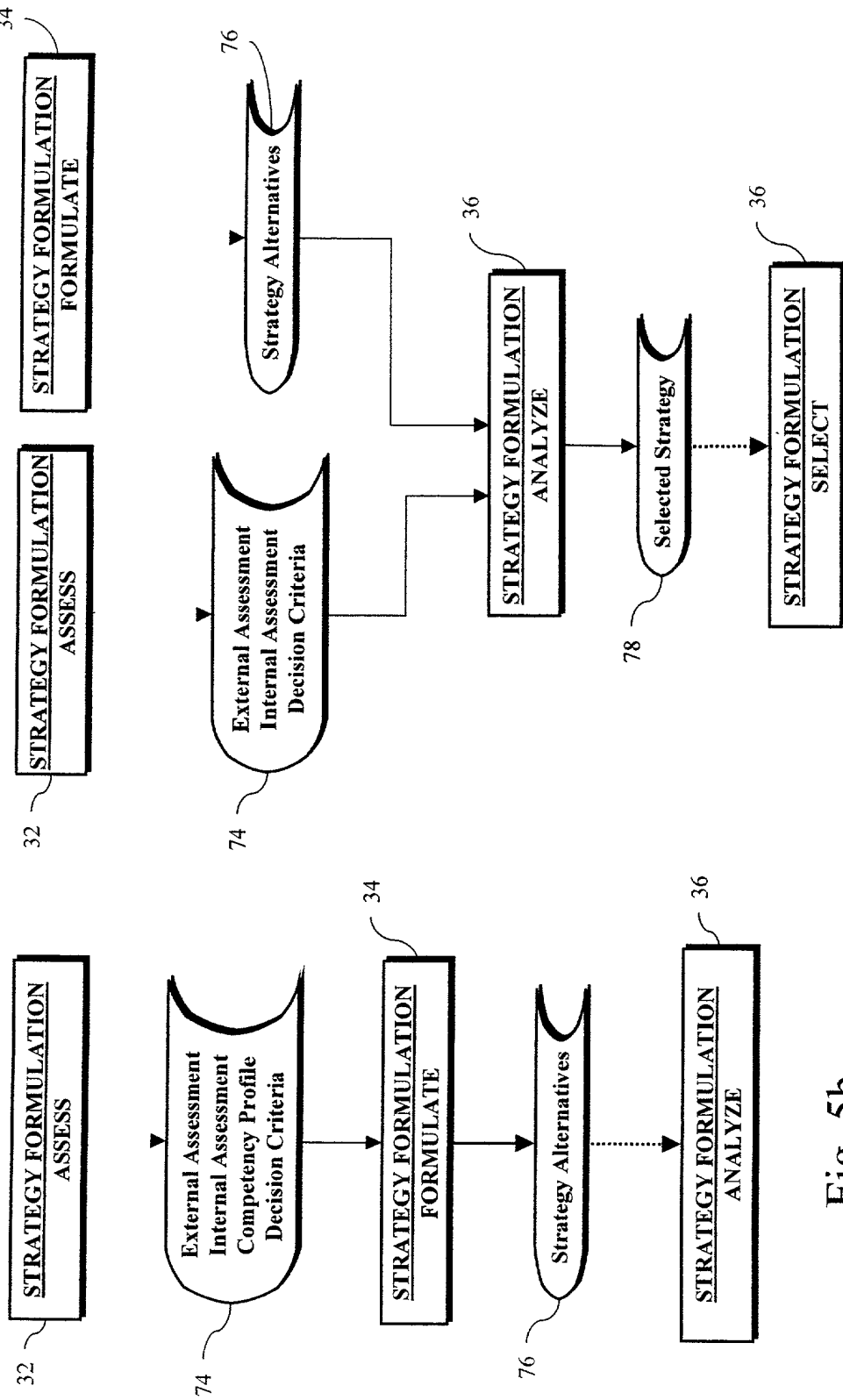


Fig. 5b

Fig. 5c

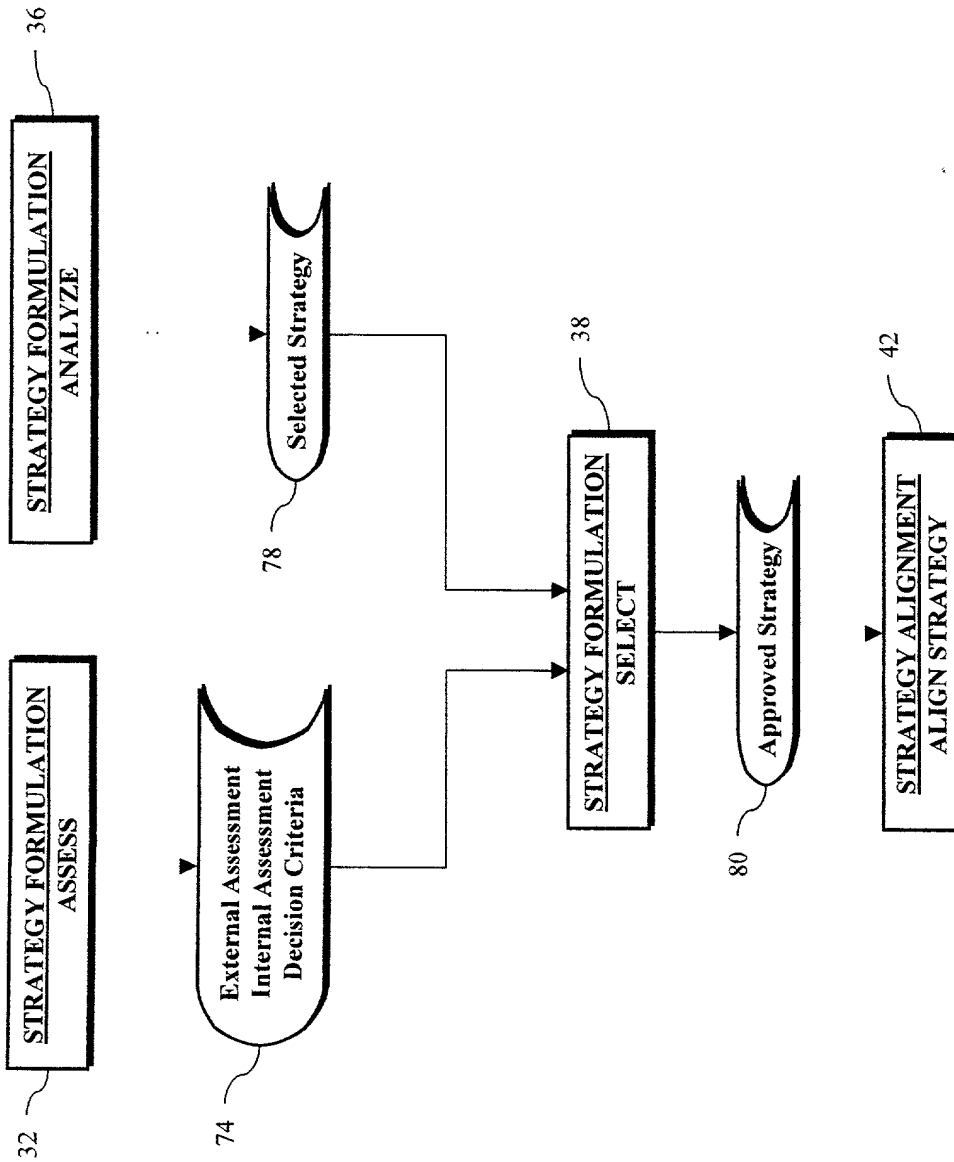


Fig. 5d

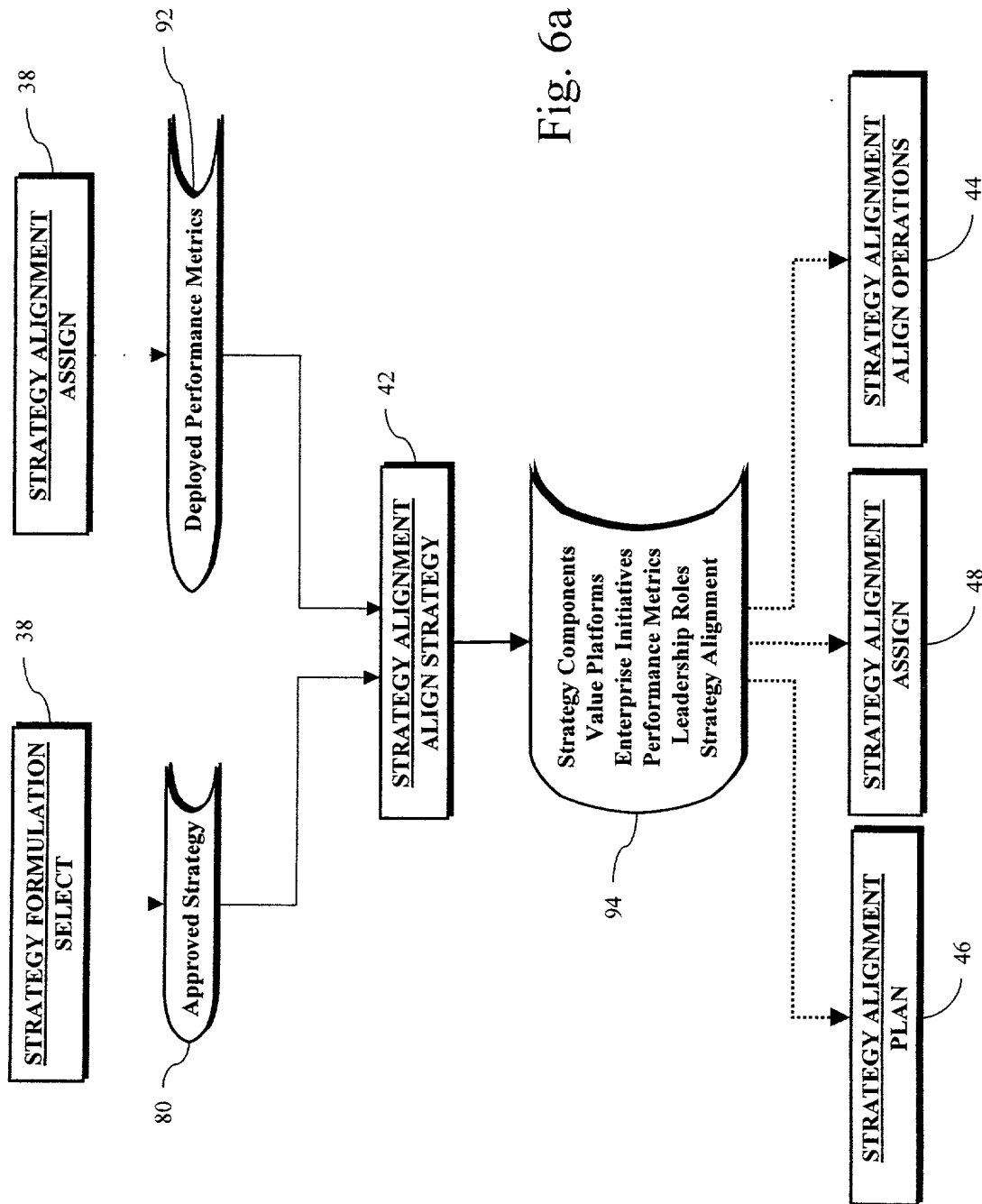


Fig. 6a

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100	How important is this implementation of this Initiative to the achievement of this Performance Metric ?	
	METRIC	
	INITIATIVE	
	Strategic alliance with enterprise software partner	
	Build out of vertical ASP offering	
102	Develop marketing campaign for consulting practice by 04/01/2005	
	Launch software marketing campaign	
104	Billable hours rate for professional services > 72% Q2 2005	
	Application functionality > 95% by end of 2005	
	Percent of software revenue from ASP > 45% by Q2 2004	

Fig. 7

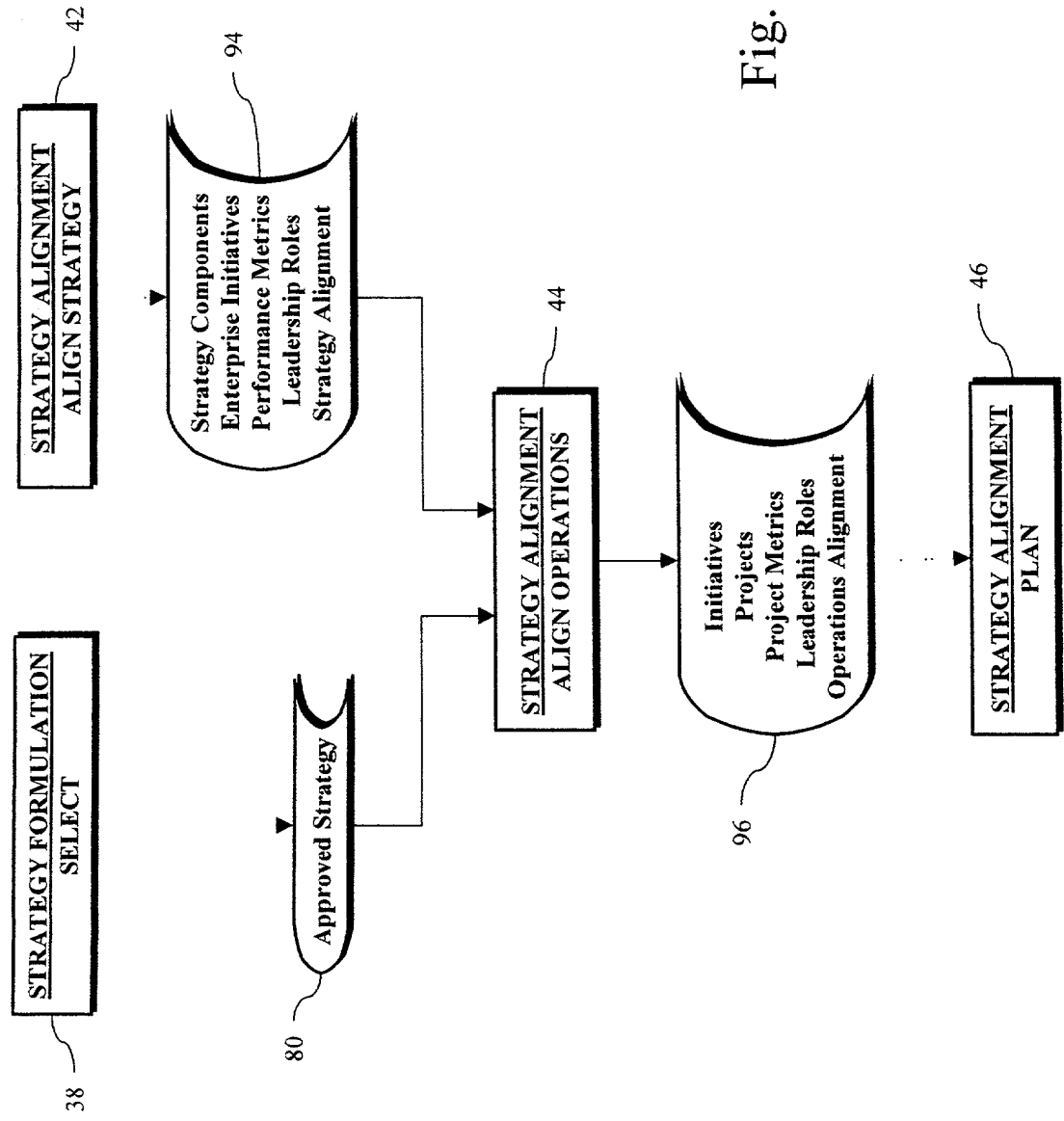


Fig. 6b

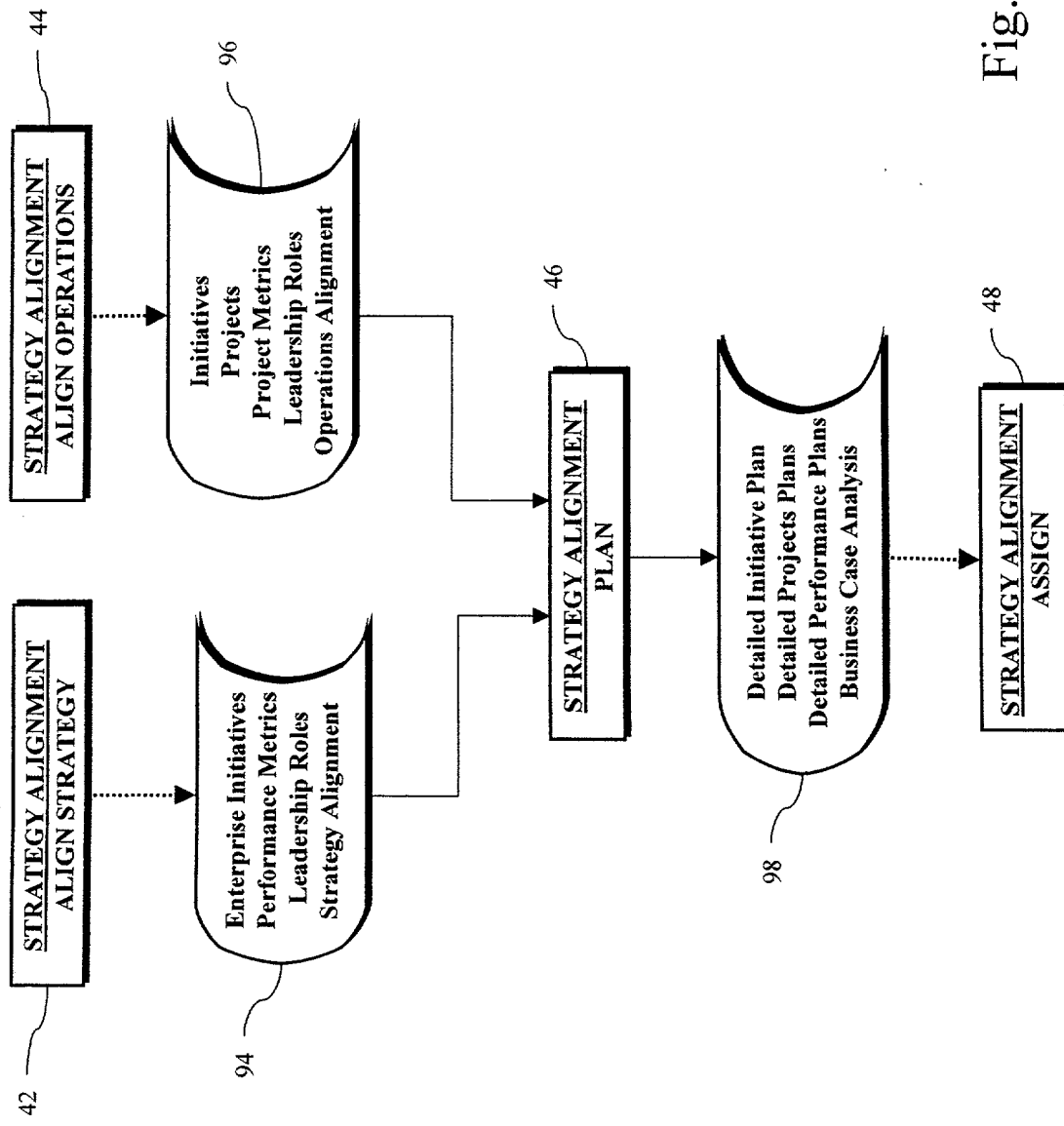


Fig. 6c

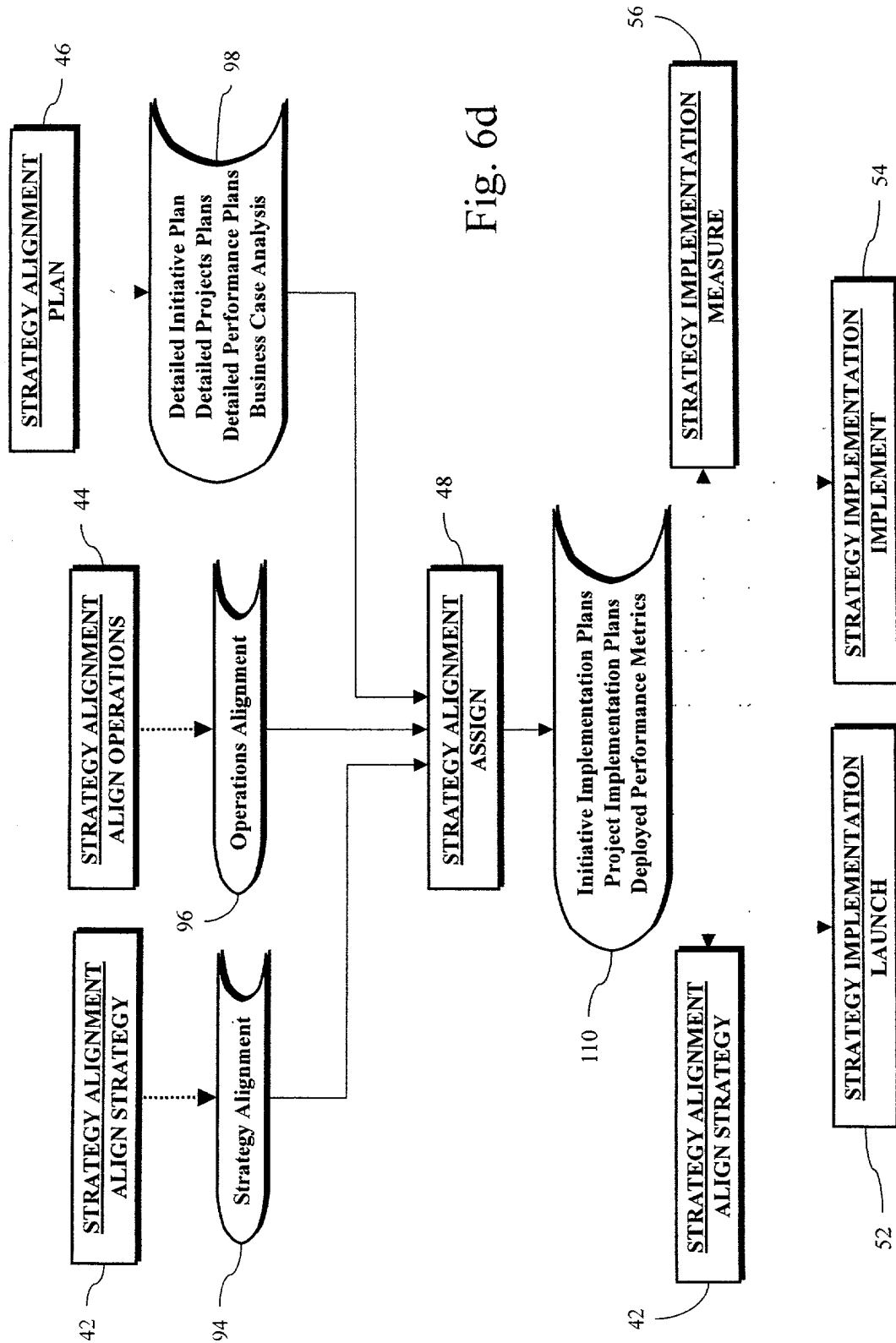


Fig. 6d

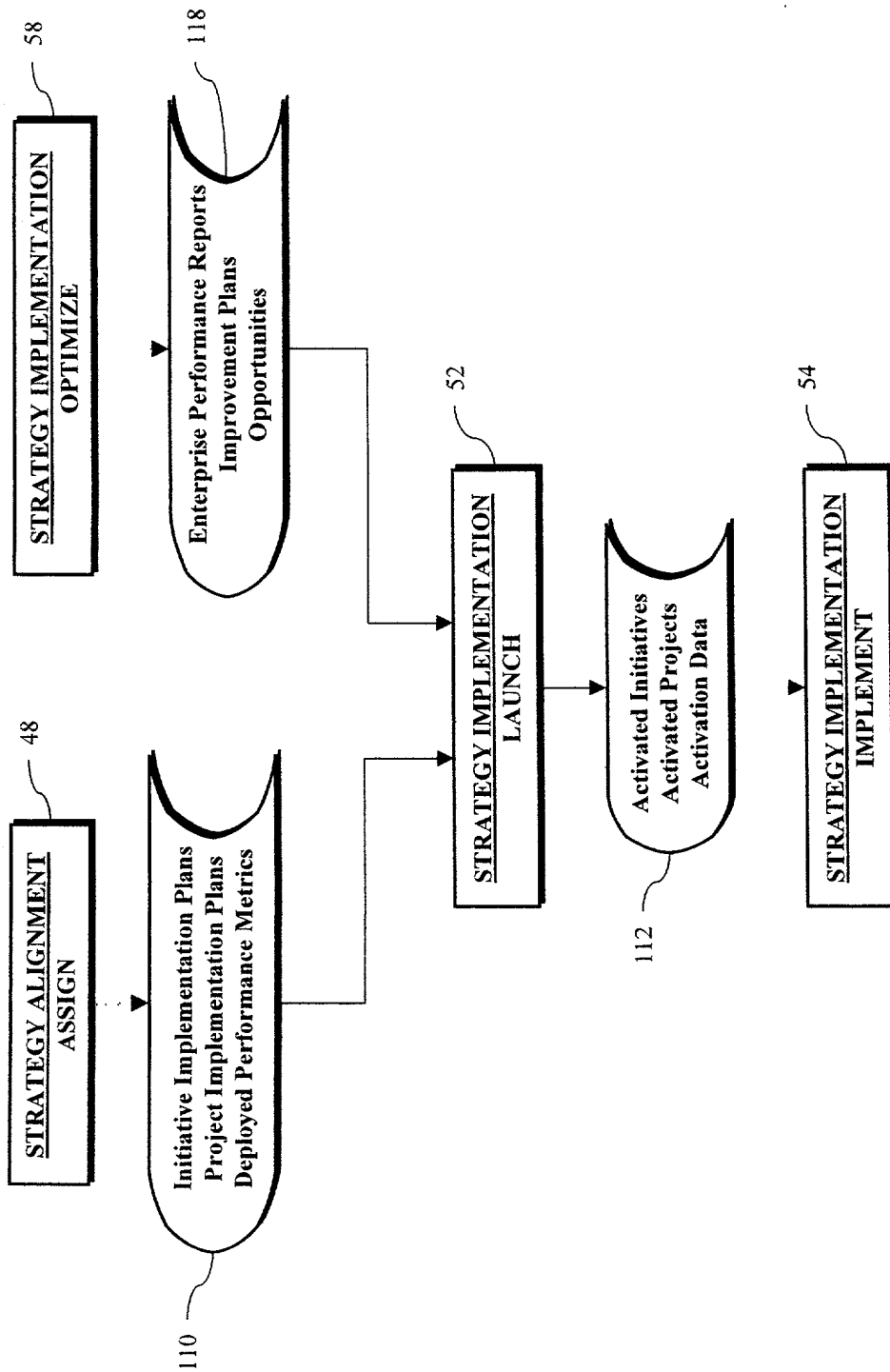


Fig. 8a

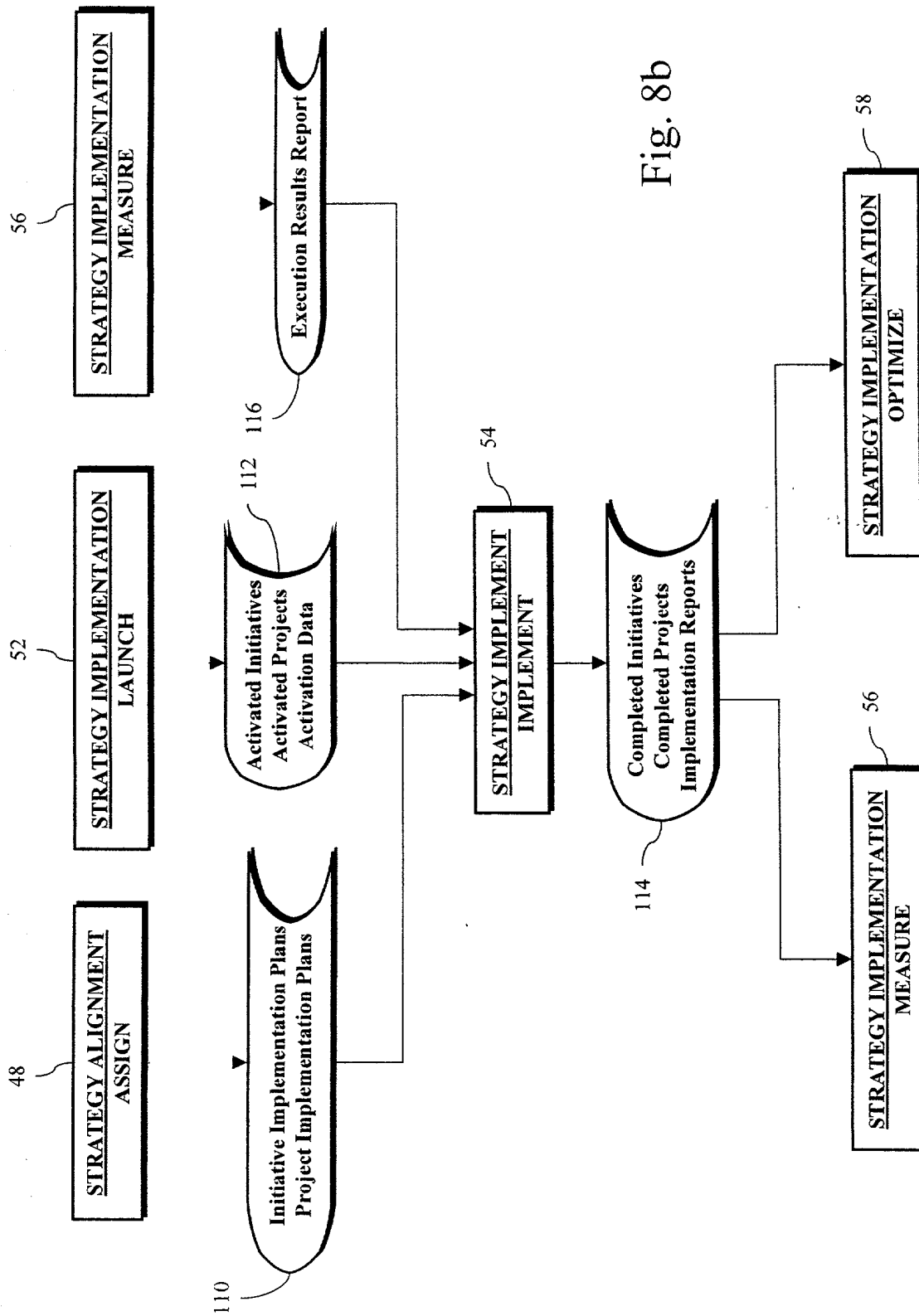


Fig. 8b

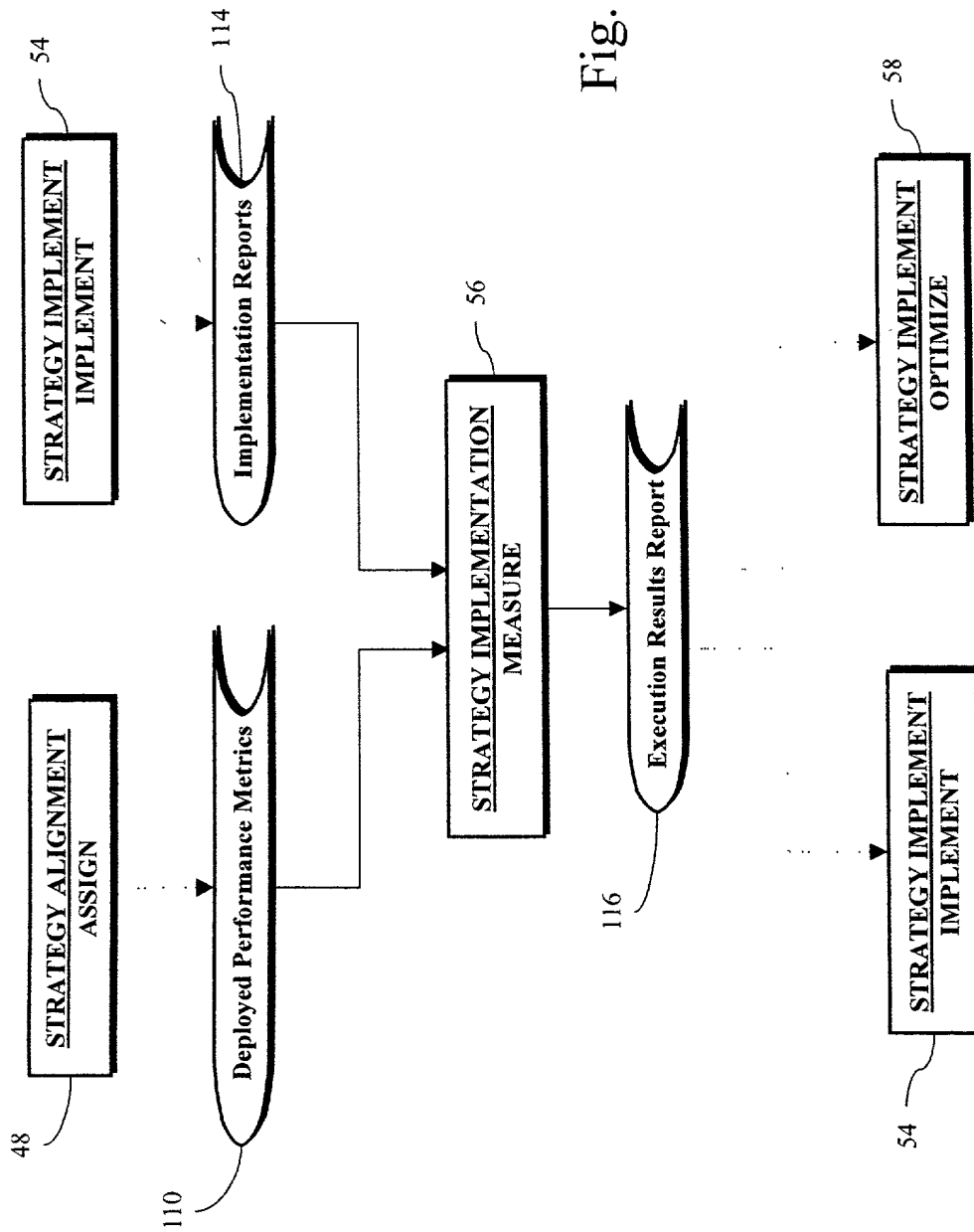


Fig. 8c

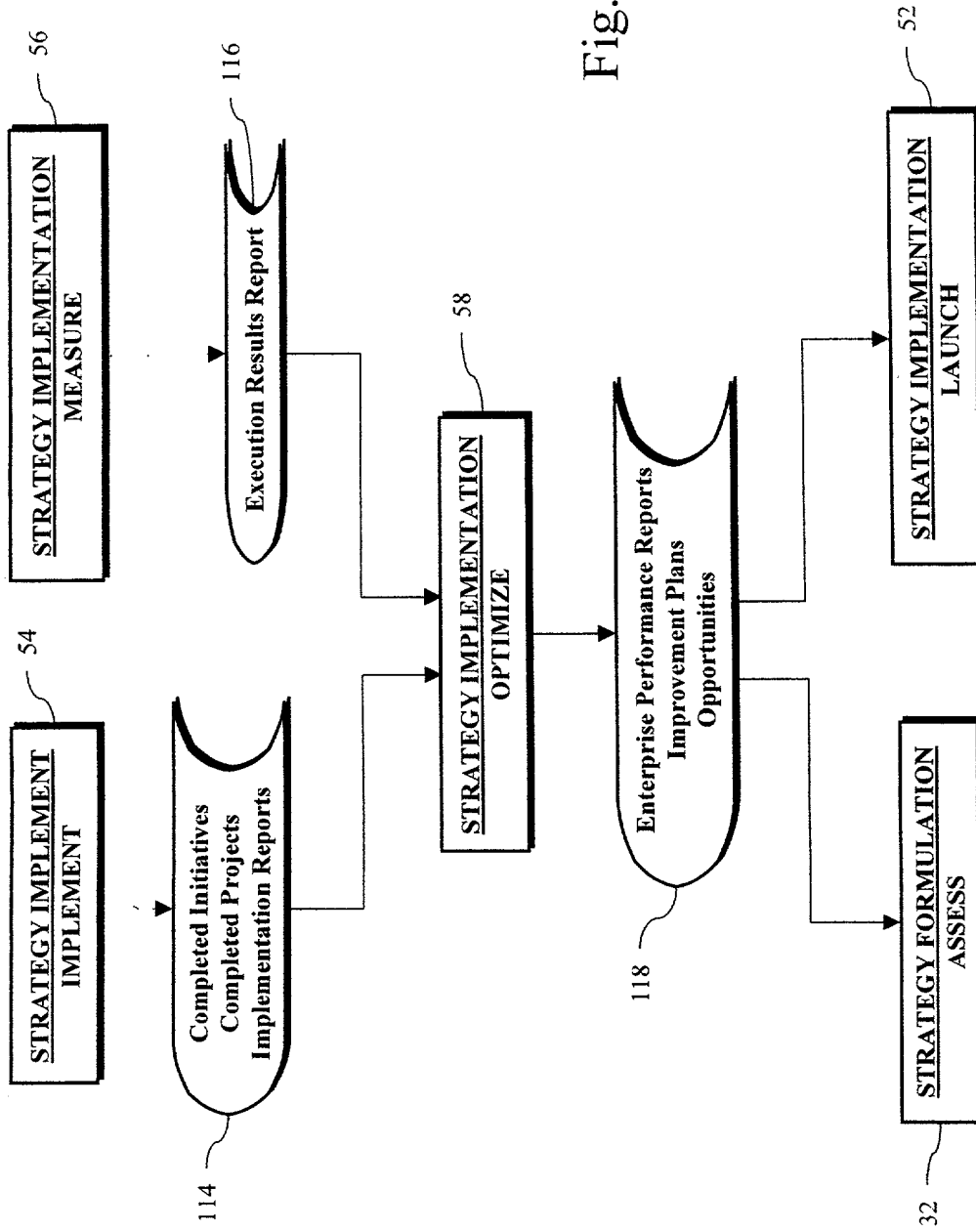


Fig. 8d

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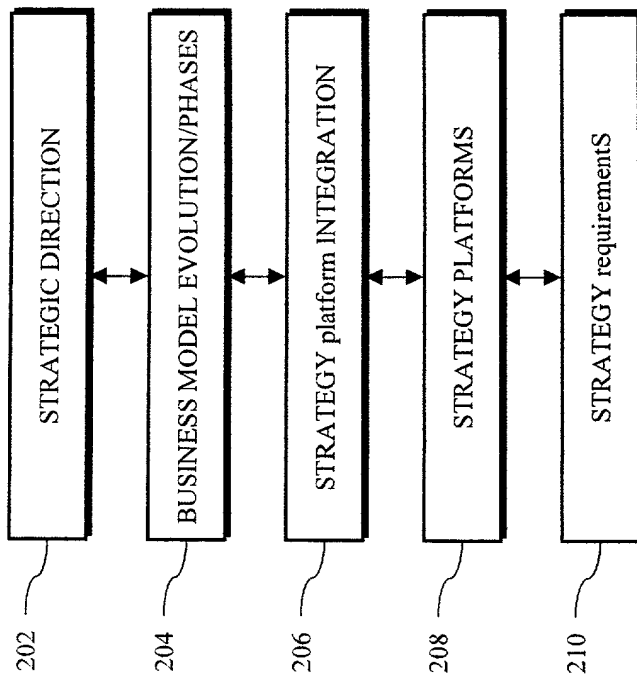


Fig. 9

STRATEGY requirements
requirement
Category
Current Capabilities
Leveragability
Location
Future Requirements
Priority
Feasibility

Fig. 13

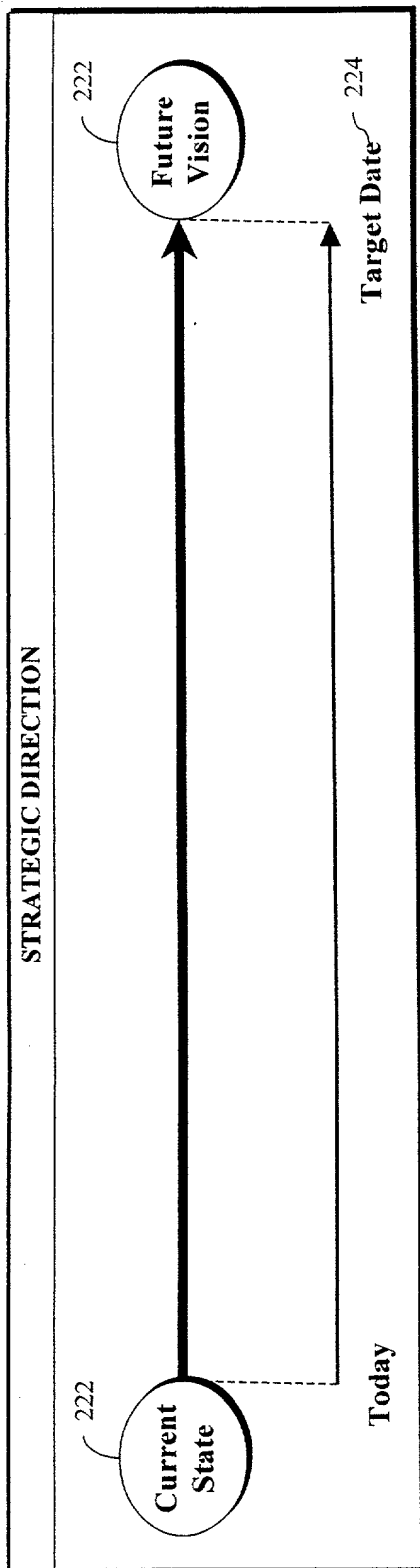


Fig. 10a

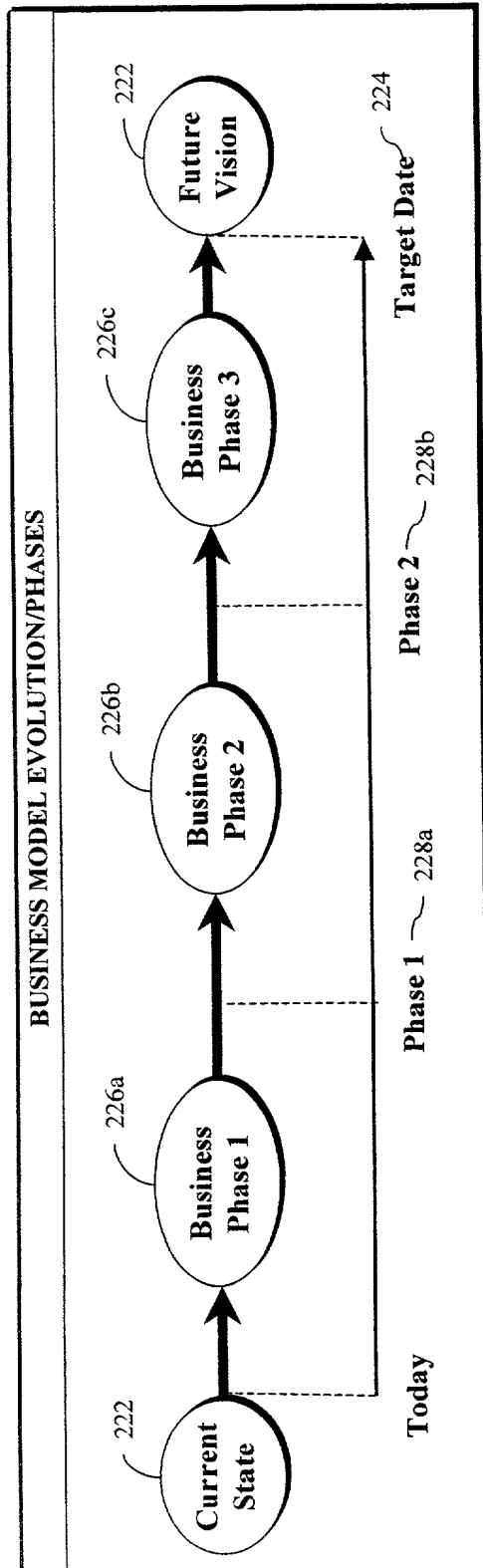


Fig. 10b

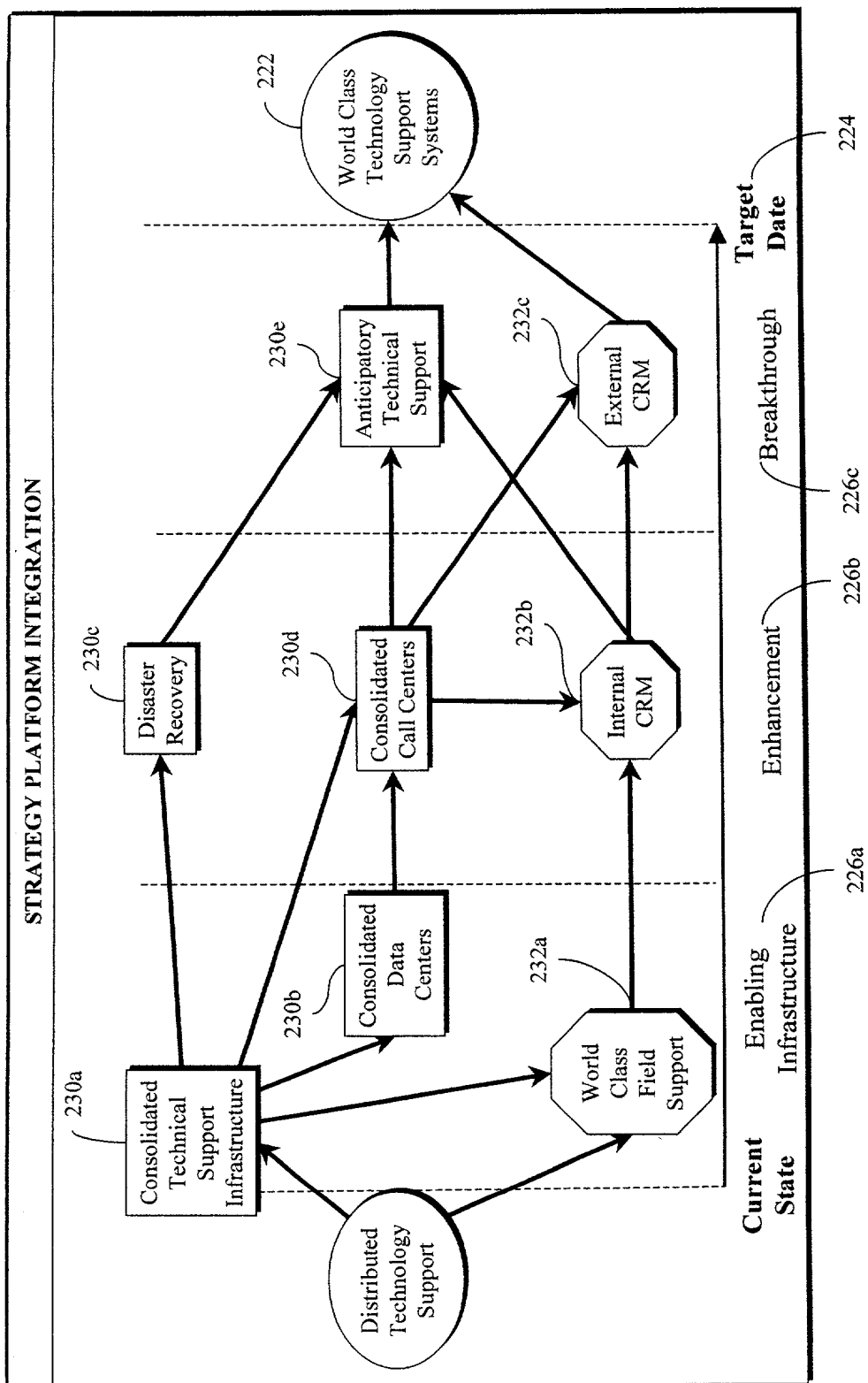


Fig. 10c

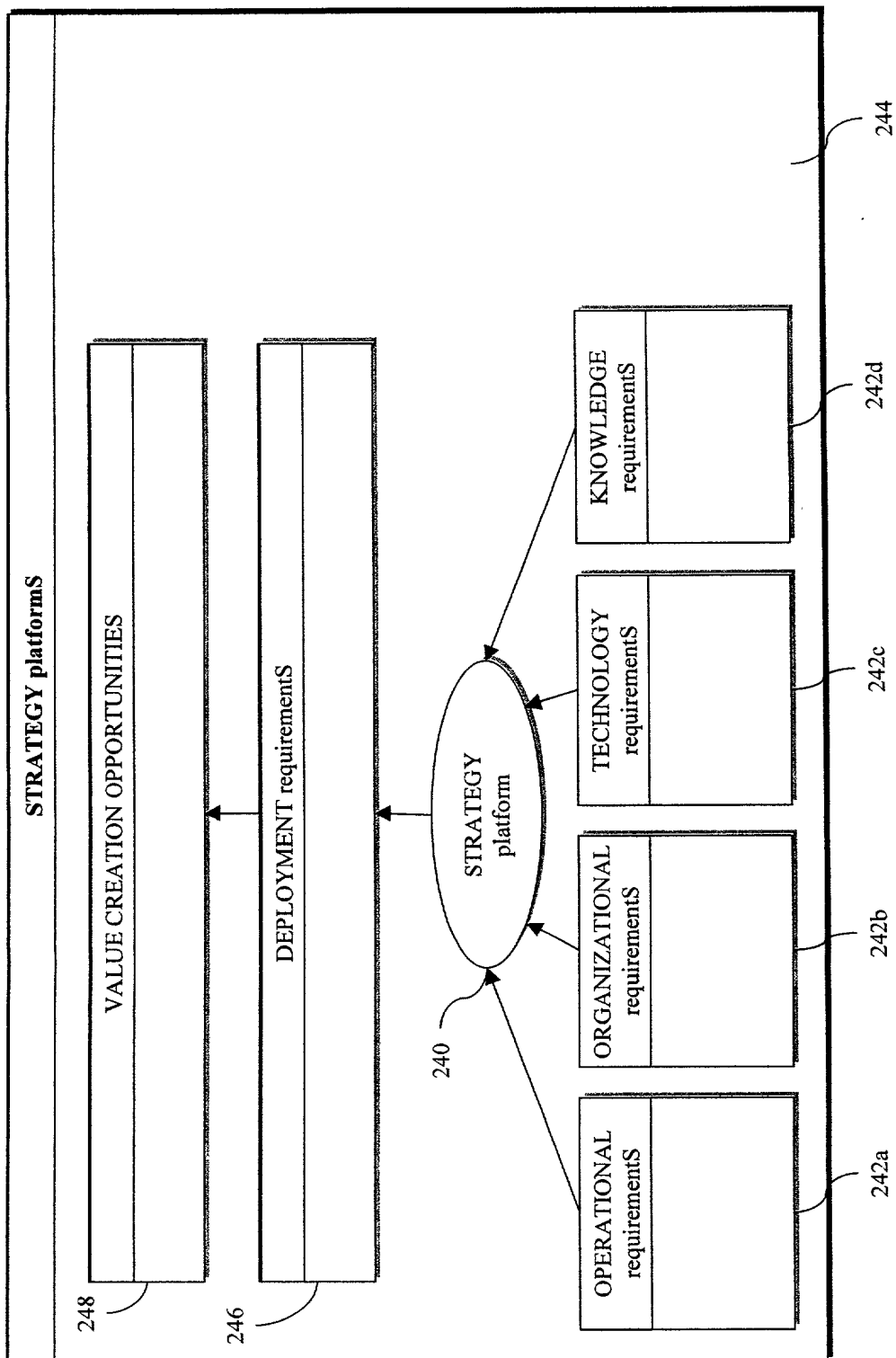


Fig. 11

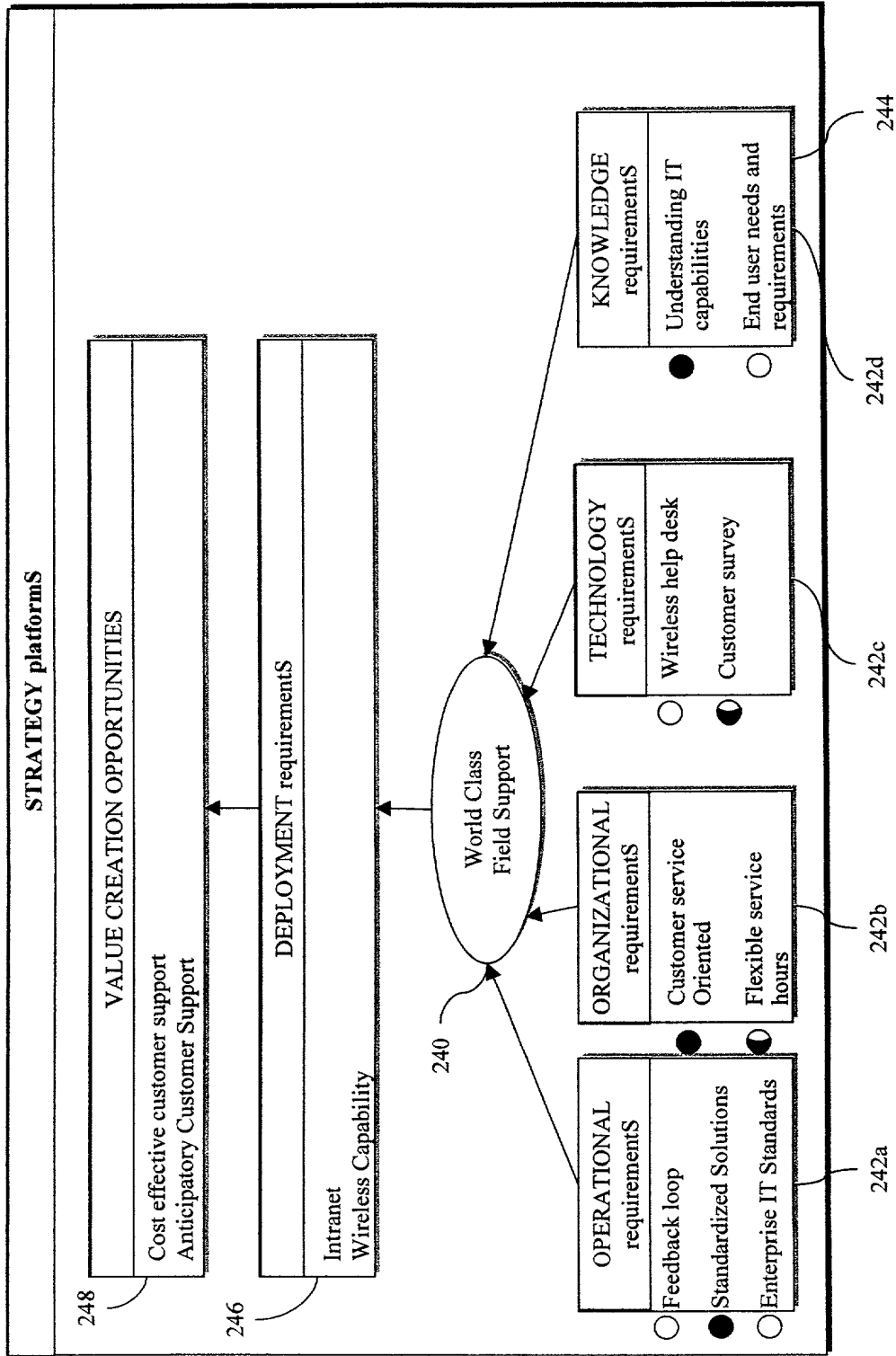


Fig. 12